



CURRICULUM VITAE

PRESENT POSITIONS .

June 2014 - present

Independent Language & Production Consulting Services

Proprietor of DueStudio, East Richmond Heights, CA:

Management Services:

Provides management services to *Berkeley Language Institute* since 2017. Developed interpreter training curriculum, coordinates and manages training workshops, prepares language evaluation materials in English and Spanish, coordinates talent for workshops and assessments. Prepares marketing strategies and materials.

Language Services

Provides translation and interpretation services to:

- Jorge Rodriguez-Choi Law Firm
- Accent on Languages, American Translators & Day Translations,
- Diablo Valley Community College
- International Contact

In addition to several other clients at law firms and local businesses.

Specializes in:

- Consecutive and simultaneous interpreting
- Translation of software & hardware manuals
- Localization

Fields of interest:

- Medical – physical & occupation therapy, mental health & hospice interpreting, translation of medical documents
- Legal – asylum interviews, legal document translation, proffers
- Culture and Arts – simultaneous conference interpreting, translation and design of presentation materials
- Transportation, Science and Technology– simultaneous conference interpreting, translation and design of presentation materials

Production Services

Provides full production & booking services for profit and non-profit events focusing on developing funding for community festivals, school workshops and performance.

Produces, records & voices ChileFornia, a 30-Minute segment radio documentary series broadcast by Radio Bilingüe, Incorporated. There are 15 individual 30-minute segments produced to date that have aired on Radio Bilingüe since 2007.



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WORK EXPERIENCE

CORYS Thunder Inc. (a subsidiary of CORYS T.E.S.S.)– Jacksonville, Florida

Director Business Development. In 2014, signed contracts for more than 5.5M USD. Worked with production, engineering and sales teams to prepare strategic plan, yearly production and operating budgets for the Rail sector in North America. Composed on average 10-14 proposals per year, with a 75%+ success rate in competitive bids. Developed customer base through on-site visits, analytical tools such as Salesforce and industry conferences. Monitored production to comply with customer contractual obligations.

CORYS T.E.S.S. – Grenoble, France

Regional Manager: North America. Signed over 4M USD/annually in new contracts, managed a sales and production team with responsibilities on 8M USD of annual revenue, developed new sales opportunities in mass transit and built relationships with locomotive/car builders.

Duamuxa Consulting

President, Albany, CA: supplied marketing, sales and documentation services for corporate clients in the transportation industry including:

CORYS T.E.S.S. – Grenoble, France

Provided freelance translation and interpreting services, including the translation of full-length books published by:

Edie Hartshorne's "Light in Blue Shadows"

Vijali Hamilton's Poetry collection "Of Earth & Fire."

Yvonne Denis' collection of Afro-Antillean Stories "Capo Prieto"

Produced music events, publicity and art for local Bay Area talent.

RailComm, Inc.

VP Sales Engineering: Developed proposals for Train & Yard Control Applications.

Managed US accounts for the software systems production team. Project management for Ferrosur 1M USD project – monitored budget, production and delivery (18-month cycle). Managed accounts in Latin America including response to RFQ - wrote 12-15 proposals in Spanish & English per year. Offered on-site presentations and training in Latin America.

Wabtec Railway Electronics – Cedar Rapids, IA & Germantown, MD

Manager, Prod. Development & Marketing. Developed integrated systems proposals for Positive Train Control Applications. Managed foreign accounts in Latin America and Africa including response to RFQs. Developed field training courses for railroad electronics and systems in Latin America, particularly CVRD in Brazil

Rail Traffic Control Incorporated/Iowa Interstate Railroad – Cedar Rapids, IA

Director of Marketing and Training. Managed foreign accounts in Latin America and Africa. Developed training programs for new software releases and determined applicable adaptation of railroad operating rules for client railroads in the United States and abroad, especially South America.



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EDUCATION

1/2015	Medical Interpreting Terminology Training
11/2007	Engineer Certification Session: 2007 Rail Industry Safety & Operations Conference, New Orleans, Louisiana
8/2005	Train Control & Signaling Systems: John A. Volpe National Transportation Systems Center in Cambridge, Massachusetts
6/2005	Rail Business Seminar, International Heavy Haul Association, invited panelist
1/2001	Java Programming Overview, Cedar Rapids, Iowa, Kirkwood Community College:
2/1994–6/1994	<ul style="list-style-type: none">• Operational Rules Training• Straits Car Distribution Software• Iowa Interstate Track Warrant Training• Ferrocarril del Pacifico (Fepasa) Santiago Chile
1/1991-5/1993	Undergraduate and Graduate courses on Latin American Studies at University of California, Berkeley, California
8/1988- 12/1989	Undergraduate courses for General Education at University of California, Berkeley, California HS of Performing Arts – Classical Music Major

SYSTEMS KNOWLEDGE

PC AND MAC environments, expert knowledge includes:

Office Tools: Microsoft Office EXCEL, WORD, ACCESS, POWERPOINT, VISIO, PROJECT
Design Tools: PageMaker, QuarkXPress, InDesign, Photoshop and Illustrator – Excellent DTP skills
Network Administration & Microsoft Windows
Salesforce, Outlook
Social Network Expertise – Facebook, Tumbler and Twitter
CAT: Systrans, MultiTrans

LANGUAGE

- Certified Medical Interpreter
Verify @ <https://www.certifiedmedicalinterpreters.org/search-the-cmi-registry>
- Native languages: English & Spanish
- Foreign language: French & Portuguese
- Written translation skills in all three languages

Memberships & Non-Profit Affiliations

- President- Centro Chileno Lautaro 2014 – present
- Board Member- Groundwork Richmond 2014 – 2017
- Membership in the Association of Railway Operating Officers 2007 – 2014
- ASCAP – Member of American Songwriters Association since 1995
- AFM – Member of American Federation of Musicians since 2014 – 2017
- NCTA- Northern California Translators Association